

## Message Text

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ORIGIN MCE-00

INFO OCT-01 NEA-10 ISO-00 PM-05 CIAE-00 INR-07 NSAE-00  
EB-08 DODE-00 SP-02 USIA-06 TRSE-00 SOE-01 DOE-12  
COME-00 /052 R

DRAFTED BY PM/MC:BAFEMMINELLA:RMH  
APPROVED BY PM/MC:JDHATAWAY  
-----131037 230737Z /11

R 230138Z DEC 77  
FM SECSTATE WASHDC  
TO AMEMBASSY TEHRAN

C O N F I D E N T I A L STATE 305959

E.O. 11652: GDS

TAGS: MILI

SUBJECT: CONTRACTOR PROMOTIONAL ACTIVITY IN IRAN

REF: TEHRAN 10913

1. WASHINGTON REP. HUGHES AIRCRAFT TOGETHER WITH MID EAST REGIONAL DIRECTOR VISITED DEPARTMENT DECEMBER 20, AT INVITATION PM/MC, REGARDING PRESENTATIONS CONTAINED IN REFTEL.
2. ACCORDING TO HUGHES, THEIR APPROACH TO IRANIANS IS FOR AIR DEFENSE GROUND ENVIRONMENT SYSTEM THAT WOULD TIE TOGETHER MANY EXISTING RADAR INSTALLATIONS INTO AUTOMATED CONTROL CENTER. THEY CLAIM TO HAVE USED ONLY TECHNICAL DATA WHICH HAS ALREADY BEEN LICENSED FOR EXPORT, AND SO FAR HAVE NOT ARRIVED IN TALKS WITH IRANIANS TO POINT WHERE PRIOR APPROVAL UNDER PART 123.16 OF ITAR IS REQUIRED.
3. WE CAN CONFIRM THAT LICENSES WERE ISSUED FOR TECHNICAL DATA HUGHES CLAIMS WAS SUBJECT OF THEIR PRESEN-  
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TATIONS; BUT WE HAVE CAUTIONED THEM OF TECHNICAL DATA LICENSE REQUIREMENTS FOR PRESENTATIONS REGARDING ANY ADDITIONAL MUNITIONS LIST EQUIPMENT WHICH MIGHT BE REQUIRED FOR THE AIR DEFENSE SYSTEM THEY CONTEMPLATE FOR IRAN. HUGHES REPS AGREED PROVISOS PM/MC WROTE ON CARBON COPY OF  
  
ALL ACTION RELATED THIS MATTER AND TO REQUEST APPROVALS

AS REQUIRED FOR FURTHER EFFORTS WITH IRANIANS.

4. REGARDING ALLEGED HUGHES DENIGRATIONS OF WESTINGHOUSE EQUIPMENT, DEPARTMENT CANNOT COMMENT ON SALES METHODOLOGY OF EITHER HUGHES OR WESTINGHOUSE. BOTH CORPORATIONS ARE, HOWEVER, BOUND EQUALLY BY ALL PROVISIONS OF ITAR AND ANY OTHER STATUTE OR REGULATIONS GOVERNING SALES ACTIVITIES. WE HAVE NOT RECEIVED ANY COMMENT FROM WESTINGHOUSE BUT SUSPECT WE MAY AFTER HOLIDAYS.

5. APPRECIATE EMBASSY ATTENTION TO THIS AND WILL KEEP YOU INFORMED. VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, MILITARY SALES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 23-Dec-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE305959  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BAFEMMINELLA:RMH  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
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**Litigation History:**  
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**Message ID:** f8b8cafd-c188-dd11-92da-001cc4696bcc  
**Office:** ORIGIN MCE  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 TEHRAN 10913  
**Retention:** 0  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 137700  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CONTRACTOR PROMOTIONAL ACTIVITY IN IRAN  
**TAGS:** MILI, MASS, US, IR, HUGHES AIRCRAFT  
**To:** TEHRAN  
**Type:** TE  
**vdkgvwkey:** odhc://SAS/SAS.dbo.SAS\_Docs/f8b8cafd-c188-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
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22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009